



NEWS RELEASE

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NEW SBA LOAN PACKAGE HELPS U.S. SMALL BUSINESS EXPORT GOODS AND SERVICES

WASHINGTON – A new loan program launched by the U.S. Small Business Administration (SBA) will offer more flexibility to both borrowers and lenders, which translates to more financing options for U.S. entrepreneurs wanting to do business overseas.

The program was announced today by SBA Administrator Aida Alvarez during a visit to the Miami Free Zone in Miami, FL. Administrator Alvarez visited several business exporters in the 47-acre international trade business park, including Miami Jet Thrust Inc., a jet-leasing firm.

“Exporting can mean big profits for a small business,” said Administrator Alvarez. **“Ninety-five percent of the world’s population and two-thirds of the total world purchasing power are located outside our borders. Encouraging American companies to export their products is a key part of the growth of our economy. Since 1989, exporters have accounted for 70 percent of the growth in the U.S. economy, and 97 percent of all exporters are small businesses.”**

During the Clinton Administration, the SBA has continued in its commitment to American small business development in international markets. The SBA has developed numerous trade partners across the globe including Africa, Argentina, Canada, Egypt, Ireland, Mexico and Turkey to facilitate business linkages and promote strategic business alliances with small United States companies.

Available nationwide, SBA Export *Express* is a streamlined small loan program that allows participating lenders to use their own forms, procedures and analyses, with a loan application turn-around of 36 hours. SBA Export Express combines those streamlined procedures with a high guaranty percentage to encourage lenders to make loans to small business exporters that otherwise could not get financing.

The SBA Export Express Pilot Loan Program can be used by small businesses, including export trading companies and export management companies, to develop foreign markets. Businesses can use the program to finance their participation in foreign trade shows and trade missions, to translate their product literature for use in foreign markets, to finance specific export orders or to finance working capital and fixed asset loans, which will allow them to export their products to foreign markets.

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SBA Export Express offers small business owners several unique features:

- An SBA loan guaranty of up to 80 percent on a loan of \$100,000 or less and 75 percent on larger loans, with the maximum loan amount of \$150,000.
- Enhanced ability to export by increased access to capital.
- Private sector lenders that take a more aggressive role in developing the small business export community
- An expedited loan review and approval process for small business exporters.
- Technical assistance, provided by SBA's U.S. Export Assistance Centers (USEACs), in cooperation with SBA's network of resource partners, including the Small Business Development Centers (SBDCs), Service Corps of Retired Executives (SCORE) and other state and local export service providers.

Loan proceeds may be used to finance standby letters of credit, revolving lines of credit for export purposes and term loans that are used to finance expansions, equipment purchases, inventory or real estate acquisitions.

Administrator Alvarez added: **“Small business exporters play a significant role in improving the U.S. balance of trade while protecting their competitiveness and improving their profits. Exporting creates jobs and provides small firms with growth, new markets and additional profits. Every \$1 billion in exports creates 20,000 jobs.”**

Small business owners and entrepreneurs who want to know more about applying for a loan under the program should contact the nearest SBA field office.

For additional information on SBA Export Express and other export finance programs, visit the SBA Web site at www.sba.gov/oit. To locate the SBA field office nearest to you, visit online at <http://www.sba.gov/regions/states.html>.

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For more information on all of SBA's programs for small businesses, call the SBA Answer Desk at 1-800 U ASK SBA, or visit the SBA's extensive Web site at www.sba.gov.

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